

DX 2757 Referenced in Pearson Trial Decl.

ORTHO BIOTECH INC.,
ROUTE 202 SOUTH
RARITAN, NJ 08869-0670



MARCH 22, 1994

DENNIS CLEARY
ORTHO BIOTECH INC
ROUTE 202 SOUTH
RARITAN, NJ 08869-0670

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ACT NOW ON OUR EXTENDED REBATES!

DEAR DOCTOR CLEARY:

ORTHO BIOTECH INC. IS COMMITTED TO OFFERING PURCHASING PHYSICIANS VALUABLE SAVINGS ON PROCRIT® (EPOETIN ALFA).† YOU CAN SAVE UP TO 12% ON 10,000-unit/mL VIALS OF PROCRIT PURCHASED BETWEEN APRIL 1, 1994, AND JUNE 30, 1994.

PURCHASE 6-VIAL BOXES OF PROCRIT 10,000-units/mL AND RECEIVE A REBATE OF 10%. OBTAIN AN ADDITIONAL 2% REBATE BY PURCHASING OUR SPACE-SAVING 25-VIAL PACKS DURING THIS PERIOD FOR A TOTAL REBATE OF 12%! EXTENDED REBATES ON 10,000-unit/mL VIALS OF PROCRIT, AS WELL AS REBATES ON THE OTHER STRENGTHS, ARE AS FOLLOWS:

STRENGTH	6-VIAL BOX REBATE† (%)	25-VIAL PACK REBATE† (%)
10000 units/mL	\$57.00 (10%)	\$285.00 (12%)
4000 units/mL	19.20 (8%)	80.00 (8%)
3000 units/mL	9.00 (5%)	37.50 (5%)
2000 units/mL	6.00 (5%)	25.00 (5%)

THESE REBATES REPRESENT DISCOUNTS ON PROCRIT FOR MEDICARE, MEDICAID, AND CERTAIN OTHER THIRD-PARTY HEALTH-CARE PROGRAMS AND AS SUCH SHOULD BE PROPERLY DISCLOSED AND REFLECTED WHEN MAKING CLAIMS.

FOR YOUR CONVENIENCE, ORTHO BIOTECH IS WORKING WITH PHARMACEUTICAL SUPPLIERS TO SET UP A SYSTEM ENABLING THEM TO PREDISCOUNT OUR REBATES. WHEN ORDERING PROCRIT, BE SURE TO INQUIRE ABOUT THIS TIMESAVING ARRANGEMENT. IF YOUR SUPPLIER PARTICIPATES, THEY CAN DEDUCT THE REBATES FROM THE PRICE OF PROCRIT, AND YOU NEED NOT SUBMIT CLAIMS.

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PENGAD 800-631-6989

DEFENDANT'S
EXHIBIT

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